

## **Marathon Moving & Delivery LLC**

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9233 Bond Street  
Overland Park, KS 66214

August 21, 2009

Dear Representative Slattery,

My name is Dana Ward and my husband, Roger and I are the new owners of Marathon Moving & Delivery, LLC in Overland Park, Kansas. We purchased the business from the founder in September 2007.

Although we purchased an existing business, the foundational infrastructure and day-to-day processes to be successful long-term were not in place; which is why I turned to the Kansas Small Business Development Center (KSBDC) at Johnson County Community College for help. I started going to tax workshops and then met with Elisa Waldman, my Consultant. Her input and guidance have been instrumental in keeping us on track in all areas of the business – marketing & strategy, overall planning, employee issues, and even helped us apply for an SBA Loan for working capital.

Since then, I have attended a marketing plan workshop as well as an internet marketing class – both taught by local business owners. My most recent workshop was “The 7 Habits of Highly Effective Managers.” I left that workshop extremely encouraged, but I had also gained so many new tools to take back and apply in our business on an everyday basis. These classes and workshops are very valuable and come at a reasonable cost to the small business owner!

Lastly, I am heavily involved in local organizations, such as the Chambers and many other networking venues and there are times that I meet new entrepreneurs. Once they tell me, they are an entrepreneur and they recently began their business, my response is typically, “Congratulations! Have you heard of the SBDC?” Then I hand them one of the brochures that I keep in my binder or email them the information. One entrepreneur in particular emailed me after her second meeting with Elisa and said, “We have met with her twice now and definitely it is an asset to have her assistance. Thank you again.”

The KSBDC has been a vital asset to our business thus far. Please continue funding for this awesome program as it is essential to the success of the small business owners of Kansas!

If you have any questions, please feel free to contact me.

Sincerely,

Dana M. Ward  
Marathon Moving & Delivery, LLC